CONTACT REPORT

	STAFF	REASON	RELATE
	INIT DRS	__ SAL	__ ISPS
	INIT	__ MKT	__ CAMP
		__ INT	__ MAPS
	PHONE X	__ PRE	__ FISSP
	VISIT __	__ HOT	__ CUST
		__ SUP	__ CSP
			__ M/C

COMPANY: McKinsey & Co.
NAME: Mr. Chris Hoenig
TITLE:
ADDRESS: 1700 Pennsylvania Ave. NW
Washington, DC 20006

PHONE: 202-393-6820

CONTACT: 3/4/88 OTHER REASON: re: YNOT
WRITTEN: 3/4/88 ID:

Chris called to congratulate us on a fine job in extracting billing versus cost data and human resources information from a selected group of PS firms in the U.S.

He questioned the size of the bill, which I justified and he agreed to pay.

Chris inidcated a continuing interest in having INPUT's UK office do a similar survey of European firms, which Peter Lines had turned down at the tail end of last year. I told him conditions might have changed there and that I'd re-visit that request.

He also indicated that a much broader survey might be considered in the U.S. than the one just completed and that INPUT would be the preferred contractor.

He told me to call:

Ron Bohlin
McKinsey & Co.
Boston
617-424-1910

in one month if we haven't heard anything, definite before then.

He asked how we could do the job better in the future. My reply:

1. Let us work with McKinsey on the development of the information request.

2. Give us a larger list with a lower targeted hit rate, so we do not have to spend disproportionate time going after the last few "tough nuts."

ACTION	TIME	DESCRIPTION	WHEN	DN	INFO
PL (UK)		Go back & take a look at my request of 12/23/87. Consider it in light of current manpower & workload. I have methodology that works pretty well.			PAC GH
DRS		Follow up with PL in one week and with McKinsey, accordingly.			

CHECK ALL THAT APPLY:

White ___
Green ___
Pink ___
Yellow ____

MAIL LIST ___
Client ___
Prospect ___
Press ___

Financial ___
Key Contact ___
Decision Maker ___
Product User ___

PERSON DAYS

	PERIOD 14 ACTUAL	PERIOD 14 ESMD	PERIOD 14 PLAN	MARCH ACTUAL	MARCH ESMD	MARCH PLAN TD	MARCH PLAN	PROJECT ACTUAL	PROJECT ESMD	PROJECT PLAN TD	PROJECT PLAN
424 HOFFMANN, ORINDA								.2	.2		
30 SUPPORT								.2	.2		
-BUDGET-										5.0	5.0
418 SHAW, DONALD								9.2	9.2		
600 CORP. MGMT. MKT. CONSULTANT				8.0	4.0			8.0	4.0		
70 RESEARCH				8.0	4.0			17.2	13.2	5.0	5.0
YMOT MCKINSEY CUSTOM				8.0	4.0			17.5	13.5	5.0	5.0